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**From:** Lindskoog, Wendy [/O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=[REDACTED]]  
**Sent:** Tue 26/02/2019 10:59:12 PM (UTC)  
**Subject:** FW: Potential BP Engagement at Arctic Encounter 2019  
[2019 AES Sponsorship Levels.pdf](#)  
[2018 Arctic Encounter Speakers & Participants.pdf](#)

# Redacted - First Amendment

**From:** Rachel Kallander <[REDACTED]@kallanderassociates.com>  
**Sent:** Tuesday, February 12, 2019 4:15 PM  
**To:** Lindskoog, Wendy [REDACTED]@bp.com>  
**Cc:** Lienhart, Tamera K [REDACTED]@bp.com>  
**Subject:** Potential BP Engagement at Arctic Encounter 2019

Hi Wendy,

Thank you for your time last week and great to run into you earlier today. I wanted to follow up with some additional information about the exciting opportunities we have on the docket for the 6th annual Arctic Encounter (AES) in Seattle on April 25-26, 2019. AES 2019 will take place for the third year running at the [Bell Harbor International Conference Center](#) on Pier 66 in downtown Seattle. I've attached a few photos of this premier venue, which includes 100,000 square feet of event space featuring surround sound presentation capabilities and 180-degree views of the Olympic Mountains, Mt. Rainier, Puget Sound's Elliott Bay and the downtown skyline.

The 2018 Arctic Encounter drew over 100 speakers, 32 sponsors, 11 media partners, 13 guest performers, and artist-exhibitors to Seattle to discuss and debate emerging challenges and solutions in Arctic security. The 2018 AES also featured the [Arctic Youth Initiative](#) photography installments, the *Far North Fashion Show* on the red carpet during the keynote seated dinner, and artist-exhibitor sales of beautiful and unique artwork from the north (Note: All artists keep 100% of proceeds). We were thrilled to welcome over 300 participants from across Alaska, the U.S., and 15+ nations to the 2018 convening.

In October 2018 we hosted the first Arctic Encounter Iceland in Reykjavík with our co-hosts: the Government of Greenland, U.S. Senator Lisa Murkowski, and the Wilson Center. And just last month we hosted the first Arctic Encounter London in collaboration with UK-based think tank, PRPI. We were honored to welcome representatives from 20 nations, including all 8 Arctic states, and 7 members of the UK Parliament as participants.

The sixth annual Arctic Encounter Seattle will build off of this momentum and engage domestic and international policymakers, business leaders, nationally recognized artists and scientists, and more. We will engage the theme of innovation in the Arctic, specifically disruptive business and private investment models, energy and power, climate research, national security, infrastructure, groundbreaking economic and trade models, and popular media trends impacting the Far North.

As a global leader in energy production and other technological innovation sectors, we would be thrilled to welcome BP as a sponsor and participant. Attached is a document outlining all of the ways in which sponsors engage in AES, including speaking roles. Should BP be interested in participating as a top level sponsor, I would like to offer up a speaking role on a closing VIP panel on the main stage with national policymakers, likely a top level executive from Alaska Airlines as our 2017-2019 Platinum Sponsor (TBC), and 1-2 international leaders (likely an Ambassador - TBC). As a high level sponsor, BP would also have the opportunity to present its climate/dual challenge message, which has been well received by the policy and business community operating in the Far North, to really engage the audience in the tough questions and innovative practices that BP is leading on.

As a sponsor, I would work directly with the BP team to carefully and creatively curate speaking roles, panel and session participation, and other elements of engagement to meet BP's strategic goals for the convening and follow up results. This includes all of the benefits included in the document attached as well as engagement with our AES-Advance Team who would set up any meetings in private rooms with key attendees in advance that may be important to BP's goals.

All past speakers and sponsors can be viewed at the links below via [arcticencounter.com](http://arcticencounter.com), but for your convenience, I have attached a document that quickly outlines the 2018 speakers. 2019 invitees include key leaders of the House and Senate, the White House, federal agencies, specific Governors, CEO's, nationally recognized scientists, Prime Ministers and Ministers of the Arctic, every DC Ambassador representing the eight Arctic states, and more.

I recognize that committing to engagement at Arctic Encounter 2019 will require discussion and debate. Please don't hesitate to contact me via e-mail or phone with any questions or to discuss specific requests, including concepts not listed on the sponsorship tier attached.

Thank you for your full consideration and I look forward to hearing from you.

Rachel

Review the Speakers & Sponsors of Past AES Editions:

[Arctic Encounter London - 2019](#)

[Arctic Encounter / Friends of the Far North Iceland - 2018](#)

[5th annual Arctic Encounter - 2018](#)

[4th annual Arctic Encounter - 2017](#)

[3rd annual Arctic Encounter - 2016](#)

[2nd annual Arctic Encounter - 2015](#)

[Arctic Encounter Paris - 2015](#)

[1st annual Arctic Encounter - 2014](#)

**RACHEL KALLANDER**

Kallander & Associates LLC, *CEO*

Arctic Encounter, *Founder & Executive Director*

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